

Hello Lake Trust Auto Dealer Partner:

We wanted to take a moment to thank you for your partnership and share some exciting enhancements that we've made to our loan program:

- Installation of a new Loan Operating System here at Lake Trust. This system now allows more advanced, two-way communication and messaging with staff as well as more timely processing and funding updates.
- Concurrent with the new Loan Operating System, the implementation and integration of an updated credit scorecard, Version Experian 9 non-auto enhanced. This new scorecard is more reflective of recent credit history and should result in more accurate approvals for you, our dealer.
- Our Underwriting Supervisor with Indirect Credit Experience is here to deliver the best "first calls" as you submit them to us.

In addition to the changes above, we've also updated our Auto Rate Sheet, which has been posted on Dealer Track and Route One. We've also attached it to this email. Here are highlights for our new rate sheet format:

- **Our "no age" policy will continue for all used vehicles that can be booked on NADA. What has changed is a "mileage limitation" of 200,000 miles, regardless of model year.**

Although a change, we believe this limitation will still fit most franchised dealer used inventory.

- NADA advance policies will continue at up to 115% NADA retail for Tiers 1 and 2 and up to 100% NADA retail for tiers 3 and 4.
- Backend ancillary products will continue to remain separate from the front-end advance and not included in the front end. Standard backend allowances are indicated by dollar amount and product type on our currently posted rate sheets (unless indicated otherwise in underwriting stipulations). We do not require a minimum amount to finance and dealer reserve will continue to be paid on contract amounts over \$7,500.
- No changes in tier ranges with minimum auto reject cutoff at 629 credit score.
- Rates increase modestly for vehicles more than two model years from present model.
- Large Motorcycle Rates over 900cc have now been posted on a separate rate sheet.

Again, we appreciate your ongoing Dealer Partnership with Lake Trust. If you should have any questions regarding these changes, please contact your designated Dealer Relations Officer below or our Loan Processing Staff at 888-267-7175, option 2.

Eastern Michigan Dealers: Bill Thomas cell: 517.899.8155

Western Michigan Dealers: Todd Cross cell: 269.998.4162